AVERAGE SALARY OFFERS APRIL 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC		NURSES / PERSO		OTHER HEALTH R		PARALEGAL		PERFORMING ART		RESEARCHERS NO		RESEARCHERS -		TEACHING	
MARKETING/MARK MGMT (RESR	18726	1														
ELEMENTARY EDUCATION															20500	2
SPECIAL EDUCATION															24500	1
POLITICAL SCIENCE/GOVT									—		25000	1				
CHEMICAL	33500	1														
INDUSTRIAL					25000	1										
PHARMACY					31560	1										
MATHEMATICS	18247	2														

AVERAGE SALARY OFFERS APRIL 1989 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 4/5/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26994 212 35200/24000	24986 24 35000/22093	20950 4	24350 10	24800 5			22000 1	26433 3
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	25500 5		25000 1	25990 14	23219 11	23000 4	23135 22 33000/19000		18000 3
BACHELOR - TECHNICAL				33000 1			28051 11		

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL			23561 2	24600 3					18500 1
BACHELOR - TECHNICAL		36000 1							

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL	19493 1		16500 1	17000 1		15828 1			
BACHELOR - TECHNICAL				26000 1				28241 23 31000/25440	26080 2

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL		30000 1							
BACHELOR - TECHNICAL	30314 62 38100/27040	28583 6	30699 24 35232/29400	30385 20 37980/27456	31886 5	30924 30 36000/25000	29431 4	32469 61 35400/30600	29998 19

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	30480 1	27825 4	21000 1				26594 16	21598 2	22872 30 32000/17000
BACHELOR - TECHNICAL	29546 26 35000/25200	29448 5	28267 15			24000 1	29082 19		30330 10

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	18726 1					25000 1		21833 3
BACHELOR - TECHNICAL	23331 3		28280 2					

AVERAGE SALARY OFFERS APRIL 1989 MAPA REGIONAL CUMULATIVE REPORT

BY TECH NON TECH/EMPLOYER CUMULATIVE PERIOD 3/1/89 THROUGH 4/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SET/D	CONSULT SVCS	FINANCE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									39500 3
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH		38667 3							
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH						
MBA--TECH						

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7/89

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 4 May 1989

MIDDLE ATLANTIC REGION (MAPA)

Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Point Park College
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Trenton State University
Ursinus College
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (April 5, through May 1, 1989) and cumulatively (September 1, 1988, and May 1, 1989). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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ISSN 0196-1004

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/1/89 THROUGH 5/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	156	1425	$27136	$25594	$31000	$27000	$24000	358	4345	$26772	$25398	$31000	$26400	$23472
BUSINESS ADMIN (INCL MGMT	50	386	25947	22236	31500	26004	20000	78	880	25220	22326	30500	26000	19500
DISTRIBUTION MANAGEMENT	6	19	25810	26207	*	*	*	23	60	25247	24858	27240	26400	24000
ECONOM & FINANCE (BANKING	42	731	26656	25148	32000	27750	22000	81	1383	25885	24654	31000	25500	20800
HOTEL/RESTAURANT MGMT.	+	44	+	19813				+	113	+	19809			
HUMAN RSRCS (incl LABOR R	1	45	21000	22110	*	*	*	1	92	21000	22199	*	*	*
MANAGEMENT INFO SYSTEMS	4	118	29550	26142	*	*	*	8	400	28225	26949	*	*	*
MARKETING/MARK MGMT (RESR	17	420	24000	22581	*	*	*	36	1027	23623	22485	26000	23550	19000
REAL ESTATE	+	9	+	24456				+	16	+	23489			
COMMUNICATIONS														
ADVERTISING	1	29	18000	19390	*	*	*	2	46	18000	19166	*	*	*
COMMUNICATIONS	2	122	17250	20978	*	*	*	6	207	19004	20638	*	*	*
JOURNALISM	2	34	31900	18998	*	*	*	2	71	31900	18768	*	*	*
TELECOMMUN/BROADCASTING	+	5	+	17800				+	21	+	17956			
EDUCATION														
ELEMENTARY EDUCATION	+	117	+	20066				2	225	20500	19102	*	*	*
PRE-ELEMENTARY EDUCATION	+	4	+	19050				+	9	+	16481			
PHYSICAL EDUCATION	1	12	27600	19857	*	*	*	1	22	27600	19471	*	*	*
SPECIAL EDUCATION	+	33	+	19798				1	58	24500	19797	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	3	+	13915				+	19	+	17838			
TEXTILES & CLOTHING	+	+	+	+				+	36	+	18860			
MERCHANDISING MANAGEMENT	7	18	20057	19133	*	*	*	11	33	19445	19606	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	19	20500	21739	*	*	*	2	33	23250	21036	*	*	*
LETTERS (incl English, Li	6	50	23717	20473	*	*	*	10	100	21230	19922	*	*	*
VISUAL & PERFORMING ARTS	+	12	+	19380				+	33	+	17226			
HUMANITIES - OTHER	+	30	+	24112				3	69	20668	23013	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	1	15	17500	22280	*	*	*	1	38	17500	21291	*	*	*
HISTORY	+	17	+	21363				2	37	22000	21092	*	*	*
POLITICAL SCIENCE/GOVT	3	61	23998	22510	*	*	*	3	97	23998	21941	*	*	*
PSYCHOLOGY	1	66	17500	18687	*	*	*	6	132	22063	18518	*	*	*
SOCIOLOGY	+	15	+	18942				1	40	29000	19961	*	*	*
SOCIAL SCIENCES-OTHER	6	36	28000	21797	*	*	*	7	70	26261	20380	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	5	76	30480	29523	*	*	*	11	231	30338	29370	*	*	*
AGRICULTURAL	+	2	+	25210				+	16	+	24840			
ARCHITECTURAL	+	5	+	25988				+	19	+	25327			
BIOENGINEERING & BIOMEDIC	+	6	+	27494				+	16	+	27931			
CHEMICAL	74	540	32967	32913	34000	33000	32000	125	1325	32902	32913	34400	33000	31800
CIVIL	9	243	27999	26529	*	*	*	16	656	27367	26340	*	*	*
COMPUTER	18	89	30747	29974	*	*	*	22	216	30166	29946	33000	31000	27000
ELECTRICAL/ELECTRONIC	100	738	31264	30710	33000	31470	29400	171	1972	30611	30471	33000	30900	28080

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/1/89 THROUGH 5/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
INDUSTRIAL	32	180	$30150	$29889	$33000	$30550	$27022	61	447	$30289	$29674	$33000	$30996	$27022
MECHANICAL	89	665	30705	30626	33000	31092	28500	141	1937	30271	30468	32700	30600	28000
METALLURGICAL	18	114	32259	31080	*	*	*	18	167	32259	30599	*	*	*
MINING (INCL GEOLOGICAL)	+	9	+	28156				1	18	19872	26435	*	*	*
NUCLEAR	1	14	35244	30961	*	*	*	3	30	31315	31066	*	*	*
PETROLEUM	1	34	32496	34268	*	*	*	3	102	35332	33026	*	*	*
TEXTILE	+	+	+	+				+	3	+	27333			
ENGINEERING TECHNOLOGY	5	116	28196	28546	*	*	*	10	313	26648	28384	*	*	*
INDUSTRIAL TECHNOLOGY	+	24	+	27716				+	65	+	26614			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	23525				+	35	+	22590			
ANIMAL SCIENCES	+	1	+	24000				+	13	+	19008			
PLANT SCIENCES	+	+	+	+				+	6	+	18547			
NATURAL RESOURCES	+	4	+	22625				+	6	+	22383			
OTHER AGRICULTURAL SCIENC	+	17	+	21587				+	44	+	21048			
COMPUTER SCIENCE														
COMPUTER SCIENCE	40	362	28514	28682	32500	28800	25000	64	824	28750	28297	32500	29000	25000
COMPUTER PROGRAMMING	42	58	31637	30065	35000	31948	29000	42	87	31637	28738	35000	31948	29000
INFORMATION SCIENCES & SY	32	86	29625	27313	31800	29000	27996	36	221	29561	26590	32400	29000	27000
SYSTEMS ANALYSIS	2	8	28000	28949	*	*	*	2	16	28000	28762	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	5	+	20700				+	50	+	23606			
HEALTH SCIENCES	+	3	+	29000				+	27	+	20272			
NURSING	1	11	27870	27212	*	*	*	1	103	27870	23617	*	*	*
PHARMACY	+	9	+	30241				2	75	33282	35388	*	*	*
SCIENCES														
ACTUARIAL	+	19	+	30579				+	27	+	30382			
ARCHITECTURAL & ENVIRONME	+	5	+	23480				+	19	+	24143			
BIOLOGICAL	1	19	12000	22486	*	*	*	1	36	12000	20654	*	*	*
CHEMISTRY	5	24	25991	24709	*	*	*	6	88	25819	27989	*	*	*
GEOLOGY & GEOLOGICAL SCI	1	11	28000	23918	*	*	*	1	16	28000	23641	*	*	*
MATHEMATICS	21	73	28327	27984	31500	28800	25200	25	151	27958	26755	31500	28600	24000
PHYSICS	1	8	31536	24975	*	*	*	1	16	31536	25784	*	*	*
OTHER PHYSICAL & EARTH SC	+	3	+	22742				3	14	30493	22674	*	*	*
TOTALS	805	7484						1411	19119					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/1/89 THROUGH 5/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	140	1183	$27315	$26046	$31000	$27000	$24000	321	3671	$27023	$25728	$31000	$26500	$24000
ACCOUNTING (PRIVATE)	15	286	25621	23274	*	*	*	35	787	24771	23707	27996	24204	22093
COMMERCIAL BANKING (CRSMR	4	78	22625	21032	*	*	*	7	142	21471	21381	*	*	*
COMMERCIAL BANKING (LENDG	4	53	27625	23094	*	*	*	14	118	25286	22624	*	*	*
INVESTMT BANKING (CORP FN	9	31	28544	28198	*	*	*	12	48	28283	27336	*	*	*
INVESTMT BANKNG (M & A)	4	21	28500	29538	*	*	*	4	26	28500	29250	*	*	*
INVESTMT BANKG (REAL EST)	1	7	33000	30257	*	*	*	1	12	33000	25025	*	*	*
INVESTMT BANKG (SALES & T	+	10	+	21970				1	19	22000	22669	*	*	*
FINANCIAL/TREASURY ANALYS	12	212	26207	25918	*	*	*	15	422	26252	25548	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	35	+	22509				5	54	25500	22880	*	*	*
UNDERWRITING	+	41	+	20991				+	75	+	20936			
MARKETING														
ADVERTISING	2	17	22000	21700	*	*	*	2	33	22000	19786	*	*	*
BRAND/PRODUCT MANAGEMENT	9	75	25302	22754	*	*	*	23	181	26112	23567	27960	26400	24000
BUYER/MERCHANDISING	9	91	22000	23160	*	*	*	18	272	22412	22466	*	*	*
MARKET RESEARCH	8	44	27145	24031	*	*	*	12	86	25763	23811	*	*	*
SALES	21	474	26355	22599	31500	27500	21000	54	1121	25389	22957	31600	24998	20000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	1	10	18000	20700	*	*	*	1	24	18000	22390	*	*	*
MEDIA PLANNING	+	+	+	+				3	13	18000	20504	*	*	*
ON-AIR REPORTING	+	2	+	13500				+	4	+	15750			
PRODUCTION	2	9	33300	27493	*	*	*	2	26	33300	22662	*	*	*
PUBLIC RELATIONS	1	21	30000	21114	*	*	*	2	62	23561	19970	*	*	*
WRITING / EDITING	3	40	26767	18582	*	*	*	4	64	22575	17855	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	7	18000	20383	*	*	*	1	24	18000	19099	*	*	*
FINANC,TAXA, MONETARY POL	+	10	+	23851				+	37	+	21868			
ECONOMIC PROGRAMS	+	6	+	21100				+	13	+	19990			
LAW ENFORCEMENT	1	11	17500	20375	*	*	*	1	36	17500	20864	*	*	*
MILITARY	1	15	18500	21074	*	*	*	1	76	18500	21344	*	*	*
NATIONAL SECURITY	1	1	19493	19493	*	*	*	1	10	19493	23430	*	*	*
URBAN / REGIONAL PLANNING	+	4	+	19942				+	14	+	23020			
SOCIAL SERVICES														
ADMINISTRATION	1	36	16500	19260	*	*	*	1	92	16500	21871	*	*	*
COUNSELING	1	19	17500	17191	*	*	*	3	38	20167	17189	*	*	*
FUNDRAISING / DEVELOPMENT	+	2	+	21450				+	3	+	22133			
SOCIAL WORK	+	13	+	14795				1	30	15828	16698	*	*	*
ENGINEERING														
BIOENGINEERING	1	9	32880	30010	*	*	*	1	45	32880	30944	*	*	*
DESIGN / CONSTRUCT	25	479	28872	28566	33000	30000	25343	48	1317	28570	28582	31100	29080	25000
ENVIRONMENTAL/SANITATION	6	46	28007	28644	*	*	*	6	139	28007	28460	*	*	*
MANUFACTURING/INDUSTRIAL	65	648	31401	30706	33600	31260	29880	120	1959	30795	30623	34000	31200	28080
SYSTEMS / PROGRAMMING	24	130	31164	30549	33000	31750	30000	28	267	30641	30169	33000	31200	25440
POWER SYSTEMS	26	99	30855	30204	33600	31400	29400	45	237	30748	30193	32698	30480	29400
SOFTWARE DESIGN & DEVELOP	21	145	31348	30161	32760	32000	30000	27	309	30834	29951	32760	31815	28600

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/1/89 THROUGH 5/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	9	82	$31472	$30356	*	*	*	10	201	$31367	$30481	*	*	*
RESEARCH & DEVELOPMENT	46	279	31736	31408	$34200	$32230	$28380	72	606	31425	31105	$34200	$32002	$27820
TESTING	12	87	29774	28775	*	*	*	15	220	29622	28812	*	*	*
PROCESS ENGINEERING	88	532	32218	32182	34000	32498	30360	132	1271	32435	32125	34400	32669	30540
OTHER ENGINEERING	6	231	31179	31155	*	*	*	25	654	30282	30628	32700	30300	28704
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	58	281	29805	27961	32500	30060	26000	77	679	29704	27441	32500	30000	25200
INFORMATION SYSTEMS	15	108	28969	26910	*	*	*	21	319	28611	26822	30500	28000	27000
SYSTEMS ANALYSIS & DESIGN	35	178	29790	28633	32500	29000	26004	44	371	29204	28203	32500	29000	25500
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	7	42	28201	30314	*	*	*	7	66	28201	29068	*	*	*
AGRICULTURE/NAT'L RESOURC	+	14	+	21108				+	63	+	21280			
ARCHITECTURE	+	3	+	26467				1	24	24000	23486	*	*	*
CONSULTING	39	335	29864	27902	32500	30000	26004	69	690	28987	27897	32000	29500	25500
HUMAN RESRCS /INDUS RELS	1	41	22800	21244	*	*	*	3	113	21999	22050	*	*	*
MANAGEMENT TRAINEE	57	586	25937	22480	32000	26004	20000	95	1208	25346	21980	31600	25000	19000
MATH/STATISTICIANS	9	17	28233	28095	*	*	*	11	31	26347	25409	*	*	*
NURSES / PERSONAL CARE	1	15	27870	27486	*	*	*	1	104	27870	23807	*	*	*
OTHER HEALTH RELATED (EX	+	28	+	23243				2	178	28280	27182	*	*	*
PARALEGAL	1	3	20000	22667	*	*	*	1	6	20000	21737	*	*	*
PERFORMING ARTS (ENTERTAI	+	+	+	+				+	3	+	15000			
RESEARCHERS NON-TECHNICAL	1	9	25000	22621	*	*	*	1	18	25000	23463	*	*	*
RESEARCHERS - TECHNICAL	+	8	+	19924				+	19	+	19975			
TEACHING	1	185	12000	20178	*	*	*	4	369	19375	19299	*	*	*
TOTALS	805	7484						1411	19119					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MAPA REGIONAL Report No. 4 MAY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/1/89 THROUGH 5/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	77	+	$28473				+	274	+	$28659			
MBA--NON-TECH	+	245	+	33931				6	426	$39083	33831	*	*	*
MBA--TECH	1	68	$35000	37019	*	*	*	1	124	35000	38337	*	*	*
MS-BUSINESS	+	7	+	28225				+	25	+	29547			
DISTRIBUTION MANAGEMENT	+	+	+	+				1	1	30900	30900	*	*	*
ECONOMICS & FINANCE (BANK	+	10	+	31865				+	58	+	35130			
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	8	+	31738				+	13	+	30415			
MANAGEMENT INFORMATION SY	+	7	+	27014				+	24	+	29753			
MARKETING/MKTNG MGT (RESE	+	6	+	29250				+	21	+	30990			
MERCHANDISING MANAGEMENT	+	+	+	+				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	1	+	18000				1	3	30000	26000	*	*	*
JOURNALISM	+	1	+	22400				+	1	+	22400			
EDUCATION														
EDUCATION ADMINISTRATION	+	2	+	33500				+	7	+	23614			
ELEMENTARY EDUCATION	+	4	+	22844				+	12	+	22983			
PHYSICAL EDUCATION	+	1	+	12000				+	1	+	12000			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	3	+	19667				1	9	22100	21609	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	23107			
LETTERS	+	+	+	+				+	2	+	23250			
VISUAL & PERFORMING ARTS	+	3	+	15000				+	4	+	17000			
HUMANITIES - OTHER	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	2	+	19863			
POLITICAL SCIENCE / GOVT	1	3	23000	28102	*	*	*	1	5	23000	28541	*	*	*
PSYCHOLOGY	+	6	+	29400				1	11	27500	26309	*	*	*
SOCIOLOGY	+	1	+	18358				1	3	32000	24119	*	*	*
SOCIAL SCIENCES - OTHER	+	2	+	24402				+	8	+	23705			

continued

MAPA REGIONAL Report No 4 MAY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/1/89 THROUGH 5/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	5	+	$34841				+	20	+	$33969			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	1	+	38000				+	5	+	34506			
CHEMICAL	4	50	$35720	35784	*	*	*	8	104	$35185	35970	*	*	*
CIVIL	+	22	+	32157				1	80	31460	30444	*	*	*
COMPUTER	+	26	+	38607				+	57	+	36976			
ELECTRICAL/ELECTRONIC	3	156	34500	36531	*	*	*	4	316	37075	36056	*	*	*
INDUSTRIAL	1	15	39600	33870	*	*	*	1	45	39600	34763	*	*	*
MECHANICAL	8	91	35713	35347	*	*	*	13	217	34544	35199	*	*	*
METALLURGICAL	+	24	+	35035				1	44	39120	34695	*	*	*
MINING & MINERAL	+	+	+	+				+	6	+	31257			
NUCLEAR	+	2	+	33500				+	3	+	34733			
PETROLEUM	1	5	35100	35920	*	*	*	1	23	35100	38475	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	5	+	25920				+	9	+	26590			
HEALTH SCIENCES	+	4	+	21250				+	11	+	21624			
NURSING	+	+	+	+				+	1	+	25000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	2	+	22400			
ARCHITECTURAL & ENVIRONME	+	1	+	24000				+	1	+	24000			
BIOLOGICAL	+	+	+	+				+	3	+	22905			
CHEMISTRY	2	6	31900	31637	*	*	*	2	24	31900	32654	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	42	34920	36398	*	*	*	11	115	36099	35813	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	12	+	33347				1	38	33000	31181	*	*	*
MATHEMATICS (INCL ACTUARI	+	5	+	33969				+	18	+	30782			
PHYSICS	1	3	36000	29408	*	*	*	1	5	36000	29848	*	*	*
POLYMER	+	2	+	41750				4	6	30330	34137	*	*	*
TOTALS	24	932						61	2189					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE[1] ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/1/89 THROUGH 5/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	1	134	$42000	$41408	*	*	*	1	315	$42000	$42556	*	*	*
MBA--TECH	+	45	+	43662				+	98	+	45674			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	179	+	43557				+	349	+	44012			
MBA--TECH	+	78	+	44088				+	171	+	47402			
OVER 4 YEARS														
MBA--NON-TECH	+	129	+	42788				+	303	+	44390			
MBA--TECH	+	50	+	45416				+	130	+	48771			
TOTALS	1	615						1	1366					

1 Years of previous full-time, nonmilitary employment
* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/1/89 THROUGH 5/5/89

CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT	+	3	+	$50333				+	3	+	$50333			
COMPUTER & INFOR SCIENCES	+	1	+	46000				+	5	+	50100			
EDUCATION														
EDUCATION ADMINISTRATION	+	3	+	39500				+	9	+	36844			
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	+	+	+				+	+	+	+			
ENGLISH	+	1	+	26000				+	2	+	23000			
FOREIGN LANGUAGES	+	1	+	26000				+	1	+	26000			
PSYCHOLOGY	+	+	+	+				+	4	+	32500			
SOCIOLOGY	+	+	+	+				+	+	+	+			
ENGINEERING														
AEROSPACE	+	1	+	52000				+	8	+	50873			
CHEMICAL	17	55	$49822	48322	*	*	*	18	96	$49618	47663	*	*	*
CIVIL	+	3	+	42700				+	5	+	38100			
COMPUTER	+	+	+	+				+	2	+	52500			
ELECTRICAL/ELECTRONIC	+	7	+	52238				+	22	+	47237			
MECHANICAL	+	2	+	49850				+	5	+	46060			
METALLURGICAL	3	13	51360	50494	*	*	*	3	16	51360	49853	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	1	+	30000				+	2	+	36700			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	1	83	42600	43747	*	*	*	5	109	42108	43618	*	*	*
GEOLOGICAL SCIENCES	+	2	+	37250				2	6	31536	34729	*	*	*
MATHEMATICS	+	+	+	+				+	+	+	+			
PHYSICS	+	9	+	42910				1	16	36000	42712	*	*	*
POLYMER	1	6	46200	44867	*	*	*	3	8	44000	44375	*	*	*
TOTALS	22	191						32	319					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	27053 311 35200/24000			25285 7	36000 1	24000 1	21000 1	28700 5	24567 3
BUSINESS ADMIN (INCL MGMT	25875 4			21591 11	26750 6		22000 1	28364 11	28350 2
ECONOM & FINANCE (BANKING	28333 9			25060 25 32500/22500	31091 11	28000 1		28100 5	22616 5
MANAGEMENT INFO SYSTEMS	25000 1							26500 1	
MARKETING/MARK MGMT (RESR		25000 1		17000 1	22000 1	37000 1	21000 1		
ADVERTISING		18000 1							
COMMUNICATIONS									18000 1
LETTERS (incl English, Li				22400 1			19500 1		
HUMANITIES - OTHER						18000 2			
PSYCHOLOGY								26000 2	
SOCIOLOGY								29000 1	
SOCIAL SCIENCES-OTHER	29500 1				30000 1			31000 2	
CHEMICAL								33500 1	
CIVIL			26730 2					28800 1	
COMPUTER	31000 2			24000 1	30000 1	33800 1		21500 2	
ELECTRICAL/ELECTRONIC	29500 2			27996 1		32014 10	30687 7	28810 5	
INDUSTRIAL	30353 17				30667 3			32000 2	
MECHANICAL								29780 5	
MINING (INCL GEOLOGICAL)								19872 1	
ENGINEERING TECHNOLOGY					30000 1			26000 1	
COMPUTER SCIENCE				23000 1		28114 7	26563 8	28900 5	
COMPUTER PROGRAMMING	35640 1					32933 3	32254 18	30003 5	
INFORMATION SCIENCES & SY	26004 1				32400 1	30500 1	27996 1	29658 12	29000 1

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MATHEMATICS	26950 2			30000 1			31500 3	25760 3	

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING		REAL ESTATE
ACCOUNTING			25750	2	28500	1	21387	3			26500	1	
BUSINESS ADMIN (INCL MGMT			22950	2			22100	13					
ECONOM & FINANCE (BANKING			23633	6			21950	4					
HUMAN RSRCS (incl LABOR R			21000	1									
MARKETING/MARK MGMT (RESR			21400	2			21344	9					
COMMUNICATIONS							20000	1			16500	1	
MERCHANDISING MANAGEMENT							19490	10					
FOREIGN LANGUAGES			20500	1			26000	1					
LETTERS (incl English, Li					20000	1	22000	1			18200	2	
HUMANITIES - OTHER							26004	1					
CRIMINAL JUSTICE							17500	1					
HISTORY							22000	2					
SOCIAL SCIENCES-OTHER			30000	1									
INDUSTRIAL			25000	3									
MECHANICAL							29200	1					
COMPUTER SCIENCE							23000	1					
COMPUTER PROGRAMMING			29500	1									
MATHEMATICS			28567	6									

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING		24000 1		18000 1		23398 3	20500 2		
BUSINESS ADMIN (INCL MGMT	20000 1	29000 1				18500 1			
DISTRIBUTION MANAGEMENT						19493 1			
ECONOM & FINANCE (BANKING			30000 1						
MARKETING/MARK MGMT (RESR	19000 1		29700 1			18726 1			
ADVERTISING						18000 1			
COMMUNICATIONS				17122 1					
ELEMENTARY EDUCATION					20500 2				
SPECIAL EDUCATION					24500 1				
POLITICAL SCIENCE/GOVT						19493 1			
PSYCHOLOGY	24996 1						17000 1		
SOCIAL SCIENCES-OTHER							15828 1		
CHEMICAL	33504 1								
CIVIL		25401 3					26205 3		
COMPUTER	32604 1	24000 1	32697 1			33000 1			
ELECTRICAL/ELECTRONIC	32000 1		30679 22 35232/29400			25475 10	33000 1		
INDUSTRIAL		32333 3	31600 2			25343 1	27022 1		
MECHANICAL	34200 1		30225 8	25000 1		23096 8	25440 1		
NUCLEAR			35244 1						
ENGINEERING TECHNOLOGY			18500 1						
COMPUTER SCIENCE	32500 1		31150 2		28000 1				
COMPUTER PROGRAMMING		26000 1							
SYSTEMS ANALYSIS			25000 1						

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

PART 3 - PAGE 2

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
NURSING								27870 1	
PHARMACY								31560 1	
BIOLOGICAL					12000 1				
CHEMISTRY							20000 1		
GEOLOGY & GEOLOGICAL SCI			28000 1						
MATHEMATICS	33996 1			22000 1		18247 2			

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING				35000 1				23750 2	27500 1
BUSINESS ADMIN (INCL MGMT								24100 2	29283 7
DISTRIBUTION MANAGEMENT								26400 1	25949 15
ECONOM & FINANCE (BANKING									24400 2
MANAGEMENT INFO SYSTEMS								28800 1	30500 3
MARKETING/MARK MGMT (RESR								25600 3	25178 9
PHYSICAL EDUCATION									27600 1
POLITICAL SCIENCE/GOVT	25000 1								
PSYCHOLOGY			17500 1						20880 1
SOCIAL SCIENCES-OTHER				16500 1					
AEROSPACE & AERONAUTICAL					30338 11				
CHEMICAL							32160 1	32400 3	32790 84 36000/31980
CIVIL					30680 1			28083 3	
COMPUTER									29750 2
ELECTRICAL/ECECTRONIC					30602 10	33000 1	31350 4		31796 5
INDUSTRIAL					31500 1		30300 2	29586 7	30635 4
MECHANICAL					30326 15	29380 1	31101 19	31323 4	31245 17
METALLURGICAL					33000 1		33000 1		32550 2
ENGINEERING TECHNOLOGY					35360 1			25800 1	
COMPUTER SCIENCE					28140 1				29920 5
COMPUTER PROGRAMMING					32000 1				30120 1
INFORMATION SCIENCES & SY					29000 1			26400 1	30713 9
SYSTEMS ANALYSIS					31000 1				

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
PHARMACY									35004 1
CHEMISTRY									26983 5
MATHEMATICS									29832 2
PHYSICS									31536 1
OTHER PHYSICAL & EARTH SC									32160 1

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULU	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	24702 2	23582 1	24000 1	25008 2		21216 1			23267 3
BUSINESS ADMIN (INCL MGMT	32160 1	27088 10			26000 3				
DISTRIBUTION MANAGEMENT	24200 5	24540 1							
ECONOM & FINANCE (BANKING	22000 1	23676 5	29000 1	24996 1	24000 1			20000 1	28000 1
MANAGEMENT INFO SYSTEMS		26700 1							
MARKETING/MARK MGMT (RESR		25233 3	22000 1						25000 1
COMMUNICATIONS				22400 1				20000 1	
JOURNALISM	31900 2								
LETTERS (incl English, Li			21000 2						25002 2
POLITICAL SCIENCE/GOVT								27500 1	
CHEMICAL		31096 5	30500 3	31800 1				32850 2	34258 19
CIVIL		28500 1			24000 1				33360 1
COMPUTER	33367 3	31492 6							
ELECTRICAL/ELECTRONIC	31226 11	30977 63 36800/28800			30429 7	32000 1			33500 2
INDUSTRIAL		30943 7	31000 1		32700 2				
MECHANICAL	30000 1	30674 31 37440/28080	29500 1	32000 1	30624 11	31000 1	30300 1	34200 1	30948 2
METALLURGICAL		31696 3			31923 7				33173 3
NUCLEAR	29350 2								
PETROLEUM									35332 3
ENGINEERING TECHNOLOGY		24300 3			29120 1				
COMPUTER SCIENCE	29389 7	29201 19	34500 1						31500 1
COMPUTER PROGRAMMING	31483 9	31384 2							
INFORMATION SCIENCES & SY	29467 3	25000 1							29733 3

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MATHEMATICS	31656 2	28200 2							
OTHER PHYSICAL & EARTH SC		27040 1			32280 1				

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
ACCOUNTING						23820 1
BUSINESS ADMIN (INCL MGMT		20000 2				
ECONOM & FINANCE (BANKING		16800 1				
MANAGEMENT INFO SYSTEMS		27300 1				
MERCHANDISING MANAGEMENT					19000 1	
CHEMICAL		33300 4				33400 1
ELECTRICAL/ELECTRONIC		32550 2	28400 3	31800 2		29400 1
INDUSTRIAL		31200 1	30600 1	31500 2		28500 1
MECHANICAL		31457 7	32400 1			29002 2
METALLURGICAL						31500 1
ENGINEERING TECHNOLOGY						28800 1
COMPUTER SCIENCE		28050 2	28500 2			
INFORMATION SCIENCES & SY	28000 1					

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	27075 326 35200/24000	21500 2		24009 45 32500/20000	29525 20 36000/24500	25000 5	20875 4	28352 27 40000/25500	23771 11
BACHELOR - TECHNICAL	30102 25 35640/26400		26730 2	26249 4	30733 6	30911 22 36000/29000	30551 37 37980/25500	28740 43 33500/25500	29000 1

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL			23567 15	24250 2	21343 46 30000/17500			19850 4	
BACHELOR - TECHNICAL			27590 10		26100 2				

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	21332 3	26500 2	29850 2	17561 2	21833 3	20551 8	18457 4		
BACHELOR - TECHNICAL	33134 6	27901 8	30300 39 35244/28500	23500 2	20000 2	24289 22 33000/20000	26297 7	29715 2	

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	25000 1		17500 1	25750 2				25300 9	26592 39 33000/23400
BACHELOR - TECHNICAL					30575 44 35360/29000	31190 2	31188 27 33600/28800	29792 19	31950 139 36000/28800

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26215 11	25704 21 30000/23700	23400 5	24353 4	25500 4	21216 1		22500 3	24686 7
BACHELOR - TECHNICAL	30870 38 37000/27456	30458 144 37440/27600	31083 6	31900 2	30804 30 34500/29400	31500 2	30300 1	33300 3	33511 34 38100/31500

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL		21025 4			19000 1	23820 1
BACHELOR - TECHNICAL	28000 1	31613 16	29314 7	31650 4		29943 7

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	27051 315 36000/24000	24589 30 35000/21216	24000 1						25200 1
BUSINESS ADMIN (INCL MGMT	22700 2		18500 3	26333 3	29667 3	25250 2			25600 2
ECONOM & FINANCE (BANKING	28000 3	25858 5	23600 3	25000 11	26333 6	31750 2	33000 1		26671 11
MARKETING/MARK MGMT (RESR								22000 1	
LETTERS (incl English, Li									24000 1
SOCIAL SCIENCES-OTHER					30000 1				
COMPUTER	24000 1								
INFORMATION SCIENCES & SY					32400 1				
MATHEMATICS					30000 1				

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING	26500 3					20000 1	23750 2		
BUSINESS ADMIN (INCL MGMT				20000 1	23238 8	27040 4	24438 8		
DISTRIBUTION MANAGEMENT				25399 18					
ECONOM & FINANCE (BANKING	19000 1				26000 1		20800 6		
HUMAN RSRCS (incl LABOR R							21000 1		
MARKETING/MARK MGMT (RESR			25000 1	31400 2	19750 2	25767 6	23289 9		
ADVERTISING								18000 1	18000 1
COMMUNICATIONS					20000 1		21200 2		
PHYSICAL EDUCATION				27600 1					
MERCHANDISING MANAGEMENT			19000 1		19333 3				
FOREIGN LANGUAGES					26000 1				
LETTERS (incl English, Li					22000 1	26400 1	21000 2		
HUMANITIES - OTHER					26004 1				18000 2
POLITICAL SCIENCE/GOVT							27500 1		
PSYCHOLOGY							20880 1		
SOCIOLOGY	29000 1								
SOCIAL SCIENCES-OTHER							30000 1		
CHEMICAL				33000 1			32233 3		
ELECTRICAL/ELECTRONIC							29019 9		
INDUSTRIAL							30500 1		
MECHANICAL							30126 4		
ENGINEERING TECHNOLOGY							25500 2		
CHEMISTRY							24978 2		

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BUSINESS ADMIN (INCL MGMT									18500 1
COMMUNICATIONS			17122 1	16500 1	18000 1				
JOURNALISM				31900 2					
LETTERS (incl English, Li				10000 1					
CRIMINAL JUSTICE								17500 1	
SOCIAL SCIENCES-OTHER			30000 1						
ELECTRICAL/ELECTRONIC		36000 1							
MECHANICAL		30600 1							

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
POLITICAL SCIENCE/GOVT	19493 1								
PSYCHOLOGY				17250 2					
SOCIAL SCIENCES-OTHER			16500 1			15828 1			
AEROSPACE & AERONAUTICAL								30300 1	
CHEMICAL							32880 1	33300 1	32160 1
CIVIL								25911 8	29620 3
COMPUTER								35000 2	
ELECTRICAL/ELECTRONIC								29927 11	
INDUSTRIAL				26000 1				28600 1	27022 1
MECHANICAL								28493 20 31992/25343	
ENGINEERING TECHNOLOGY								25705 4	
CHEMISTRY									20000 1

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
ACCOUNTING		30000 1							
BUSINESS ADMIN (INCL MGMT						29100 1			
MANAGEMENT INFO SYSTEMS	26700 1								
AEROSPACE & AERONAUTICAL	30450 2					30487 6	29700 1		29900 1
CHEMICAL	32355 12	32600 2				32998 21 36000/32460	32925 4	33006 76 35300/31800	
CIVIL							30680 1	29520 2	28000 1
COMPUTER		24000 1			33150 2	32535 3	32100 1	32697 1	
ELECTRICAL/ELECTRONIC	30611 28 33600/29700	30549 15	31055 24 35232/29400	30554 8	30838 7	30137 17	33000 1	32060 19	29832 14
INDUSTRIAL	30918 25 35000/28500	29500 4	31600 1			25343 1		31500 2	31600 1
MECHANICAL	30532 41 34800/28440	32850 2	30172 17		31500 1	31120 13	26293 6	31048 19	31433 6
METALLURGICAL	32563 6		33600 1			32750 2	29400 1	32099 8	
NUCLEAR	29350 2		35244 1						
PETROLEUM	38100 1							35400 1	32496 1
ENGINEERING TECHNOLOGY	18500 1					35360 1			28800 1
COMPUTER SCIENCE		31000 1		26959 5		33800 1			
COMPUTER PROGRAMMING		32900 2		32525 12		32500 1		31500 1	
SYSTEMS ANALYSIS			25000 1					31000 1	
PHARMACY						35004 1			
CHEMISTRY						28320 3			
MATHEMATICS				31500 2		30660 1			
OTHER PHYSICAL & EARTH SC	27040 1							32220 2	

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
ACCOUNTING			21000 1				30000 1		24250 2
BUSINESS ADMIN (INCL MGMT	30480 1	29500 3	31500 1				28682 11	18200 1	23923 21 29000/20000
DISTRIBUTION MANAGEMENT									24700 5
ECONOM & FINANCE (BANKING		26400 2	36000 1				28444 9		24838 18
MANAGEMENT INFO SYSTEMS		27300 1					25750 2		28800 1
MARKETING/MARK MGMT (RESR								22800 1	22723 13
MERCHANDISING MANAGEMENT									19557 7
FOREIGN LANGUAGES									20500 1
LETTERS (incl English, Li							19500 1		24202 2
HISTORY									22000 2
PSYCHOLOGY							26000 2	24996 1	
SOCIAL SCIENCES-OTHER							29500 1		32000 1
CHEMICAL									32300 2
CIVIL						24000 1			
COMPUTER	29933 3	31000 1	25850 3				29333 3		30600 1
ELECTRICAL/ELECTRONIC	31662 2	26000 1	31500 1				29250 6		31243 7
INDUSTRIAL	31000 1	28000 2					30706 17		29500 2
MECHANICAL							31667 3		31185 8
MINING (INCL GEOLOGICAL)							19872 1		
ENGINEERING TECHNOLOGY									30000 1
COMPUTER SCIENCE	28833 35 34800/25000	28500 5	28517 14				29833 3		
COMPUTER PROGRAMMING	30712 19	35640 1	32098 5				29000 1		
INFORMATION SCIENCES & SY	29638 12	28375 4	29612 14				29619 5		

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
GEOLOGY & GEOLOGICAL SCI									28000 1
MATHEMATICS	31077 4	27600 1	27193 3	28201 7			26367 3		
PHYSICS			31536 1						

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT	26400 2							
ECONOM & FINANCE (BANKING	28000 1							
MANAGEMENT INFO SYSTEMS	30500 3							
MARKETING/MARK MGMT (RESR	18726 1							
ELEMENTARY EDUCATION								20500 2
SPECIAL EDUCATION								24500 1
LETTERS (incl English, Li				20000 1				
POLITICAL SCIENCE/GOVT						25000 1		
CHEMICAL	33500 1							
INDUSTRIAL			25000 1					
NURSING		27870 1						
PHARMACY			31560 1					
BIOLOGICAL								12000 1
MATHEMATICS	21764 3							

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	27033 320 36000/24000	24771 35 35000/22093	21471 7	25286 14	27700 10	28500 4	33000 1	22000 1	26252 15
BACHELOR - TECHNICAL	24000 1				31200 2				

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	25500 5		22000 2	25799 22 37000/24000	22412 18	25763 12	23066 33 33000/19000	18000 1	18000 3
BACHELOR - TECHNICAL				33000 1			29039 21 32700/24995		

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL			23561 2	22575 4	18000 1			17500 1	18500 1
BACHELOR - TECHNICAL		33300 2							

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL	19493 1		16500 1	17250 2		15828 1			
BACHELOR - TECHNICAL				26000 1			32880 1	28570 48 37000/25000	28007 6

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	26700 1	30000 1				29100 1			
BACHELOR - TECHNICAL	30830 119 38100/28080	30664 27 36000/25440	30748 45 35244/29400	30834 27 37980/28600	31367 10	31458 71 37440/27820	29622 15	32435 132 35400/30540	30282 25 33492/28704

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	30480 1	28100 6	29500 3				27926 27 40000/25500	21999 3	23664 73 35500/18000
BACHELOR - TECHNICAL	29694 76 35000/25200	28816 15	29182 41 37000/26000	28201 7		24000 1	29668 42 35000/26400		30926 22 34000/30000

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL	27289 7			20000 1		25000 1		21833 3
BACHELOR - TECHNICAL	24698 4	27870 1	28280 2					12000 1

AVERAGE SALARY OFFERS MAY 1989 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 5/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH			35000 1						

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									39500 3
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH		38667 3							
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH						
MBA--TECH						